

Slovak Business Mission to Iran

Accompanying the official visit of the Deputy Prime Minister for Investment and Informatization of the Slovak Republic

6 - 8 March 2017

Slovak companies expressed their interest in meeting the following Iranian companies during the Business Fora in Tehran (March 7) or in Tabriz (March 8):

- nation-wide companies:
 - National Iranian Oil Company
 - Slovak companies to meet the representatives of National Iranian Oil Co.: UNICOM POWER, PROENERGO ENGINEERING, ENERGY CONSULT, Danube Capital Advisors
 - Iran Power Generation and Transmission Company (TAVANIR) + SUNIR
 - PROENERGO ENGINEERING, ENERGY CONSULT, Danube Capital Advisors, ATO Energy
 - MAPNA GROUP – Boilers; Railway Transportation Division
 - Barez, Iran Tire, Yazd
- companies from the following fields:
 - industrial telemetry
 - municipalities - public lighting, substations, transforming stations, distribution network
 - commercial banks and financial institutions
 - engineering companies
- particularly requested companies by the Slovak Delegation:
 - Gerani Amad Soorena International Co. (GASICO IRAN)
 - Novin Rai Control
 - Arian Machine Co.
 - Savola Group
 - Noor Food Industries
 - KNV Trading
 - Sananoor Group

List of all registered Slovak companies

Final list of participants as of February 28, 2017

ARDACO, a.s.	3
ATO Energy	4
BJS Slovakia s.r.o.	5
Československá obchodná banka, a. s.	6
DANUBE Capital Advisors	7
DB BIOTECH	9
DITIS, s.r.o.	10
ENERGY CONSULT s.r.o.	11
Gladiustechnology s.r.o.	12
Gratex International	13
LaD GROUP, s.r.o.	14
Mesnac European Research and Technical Centre s.r.o.	15
METRON Ltd.	16
PROENERGO ENGINEERING, s.r.o.	17
PRP, s.r.o.	18
UNICOM POWER SRO.	19
EXIMBANKA SR.	20

ARDACO, a.s.



special communication equipment

Polianky 5, 84101 Bratislava
ID (IČO):
www.ardaco.com

Established:
Turnover (2016):

Profile of the company

ICT - secure communication, encryption of data,
protection of paper documents, electronic signature
processes

Sector specification

Communication equipment
usable for the needs of

Potential Iranian Partners

Institutions and bodies which want to secure and protect
their ITC communication, using paper documents which
needs to be sorted, processed and distributed electronically
and needs to be protected. It means state administrative (government, ministries, tax , customs institutions) but also
privat sector (banks, ITC firms) developers

Current Activities in Iran

Representatives interested in attending the Business Mission:

1. Peter Dohanyos, peter.dohanyos@ardaco.com, +421911 99 41 98

ATO Energy

energy

Muškátová 1, 93401 Levice

ID (IČO): 50256858

www.groupv4.com

Established: 2016

Turnover (2016):

Profile of the company

Power plants and spare parts

Sector specification

Power plants engineering

Seeked Partner in Iran

Current Activities in
Iran

Representatives interested in attending the Business Mission:

1. Miroslav Lepieš, mlepies@v4.com.tr, +421917 52 17 13
2. Peter Sabol

BJS Slovakia s.r.o.



Profile of the company

Design and manufacture of mine and ground narrow gauge locomotives

Mining industry

ul.Sokolská 12, ZVOLEN, 960 01

ID (IČO): 45439117

www.bjss.sk

Established: 2010

Turnover (2016): 1,8 mil. EUR

Sector specification

Mechanical engineering industry and mining industry

Potential Iranian Partners

Mining companies and suppliers for mining industry., partners for J-V, transfer/sale of technologies

Current Activites in Iran

November 2016, participation in the Slovakia-Iranian business forum at the MF SR.

In 2016 authorization letter signed about sales representation with Gerani Amad Soorena International Co.(GASICO IRAN) for Iran territory valid to 28th february 2017.

In 2015 we participated in the tender for the supply of shunting locomotives for the metro in Tehran.

In 2013-2014 we communicated with MAPNA GROUP - Railway Transportation Division, regarding supply of locomotives, but not given the then political situation without success.

Representatives interested in attending the Business Mission:

1. Pavel Jedlička, jedlicka@bjss.sk, +421 (0)917 745 585

Československá obchodná banka, a. s.



Michalská 18, 815 63 Bratislava
ID (IČO): 36854140
www.csob.sk

Profile of the company

Československá obchodná banka (ČSOB) is one of the strongest and most important financial houses on the Slovak market. ČSOB is a universal bank and a member of the strong financial group in Slovakia, which offers clients a unique range of Professional financial and insurance services – ČSOB Financial Group. ČSOB is a reliable partner for many Slovak as well as foreign companies not just in international trade. Service for corporate clients is based on individual, personal approach and partnership.

ČSOB is a top player on the Slovak market with regard to working capital solutions. The Bank provides wide range of products, many years of expertise on the market and individual approach towards its clients or targets.

ČSOB provides amongst others expertise in:

- Trade Finance (full range of products)
- Medium & Long Term Export Finance products (covered by ECA)
- Purchase of receivables
- Factoring
- and many other areas.

Sector specification

banking and financing

Potential Iranian Partners

iranian banks and financial institutions

Current Activites in Iran

banking, cooperation with 14 iranian commercial banks,(keys exchanged), flat payments are running regularly, examining several buyers credits cases with exposure on Iran

Representatives interested in attending the Business Mission:

1. Juraj Hara, juhara@csob.sk, +421 902 910 688

DANUBE Capital Advisors

DANUBE CAPITAL ADVISORS

Energy, Finance, Pharma

Panesnka 29, 81103 Bratislava

ID (IČO): 48279943

danube-advisors.eu

Established: 2015

Profile of the company

ENERGY we advise Government/National Regulatory Authorities (functional and effective energy market), Industry and Investors on:

- Regulatory (3rd EU Energy Package, Unbundling process, Strategy, Designing of market rules, Tariffs modelling, IT)
- Industry (new regulation impact analysis, Relationship with NRA, Compliance with legal & regulatory as EMIR, REMIT, MIFID II)
- Projects (commercial evaluations with impact assessment on individual market participants, Feasibility, Financing structuring)

CAPITAL PROJECTS & INFRASTRUCTURE we combine engineering and construction experience with business, financial and asset management expertise. During project development phase we help with:

- Project Prioritization and Screening (based on integrated infrastructure plan and rigorous economic cost-benefit analysis)
- Identifies bankable projects (detailed feasibility and bankability assessment)
- Advice on the optimal financial structure and delivery mode based on value-for-money analysis
- Project Marketing (teaser, information memorandum, road show, data room, bidder's conference)
- Identifies qualified investors
- Promotes country strategy and capital project opportunities to Engineering & construction firms

FINANCING STRUCTURING / REFINANCING for clients from Energy, Transport, Environmental, Construction, Production, Banking

- We advise commercial clients on optimal financing structure and products often exposed to complex cross-country projects
- Marketing materials incl. complex financial model reflecting strength and all potential risk exposed to the first market sounding
- Selecting potential lenders, negotiating conditions alongside with top management and overview loan documentation
- From bilateral lending to large-scale complex multi-sourced financings involving multilateral financing institutions such as the
- EBRD, EIB, IFC, export credit agencies, insurers, commercial banks and capital market bond issuances

Sector specification

Advisory, Energy, Infrastructure, Finance

- Alternative finance solutions with Market Access based on high-quality market intelligence all in compliant infrastructure

Potential Iranian Partners	Current Activities in Iran
interested in Chabahar Free Zone projects and projects within 3rd Petrochemical hub, own experience that projects are not well prepared (missing financing, lack of liquidity in Iran,)	Energy Petrochemicals Pharma Infrastructure Financial sector

Representatives interested in attending the Business Mission:

1. Peter Falis, peter.falis@danube-advisors.eu, +421903632932

DB BIOTECH



healthcare

Popradska 80,
040 11 Kosice, Slovakia,
ID (IČO): 36606936
www.dbbiotech.com

Established: 2006

Turnover (2016): 240 000 €

Profile of the company

DB Biotech is producer of high quality rabbit clonal antibodies (all are IVD certified), which can be used for clinical diagnostics and/or research within the areas of: cancer, autoimmune diseases, neurologic diseases, and others.

Sector specification

Healthcare

Potential Iranian Partners

Companies and/or government representatives working within the fields of Healthcare, Medicine (IVD diagnostics) and Pharmacy

Current Activities in Iran

DB Biotech is actively communicating with several business partners in Iran, about the the distribution of DB Biotech's products to Iranian hospitals and research centers.

Our company has signed couple of business contracts, at the moment we are in the process of communicating the details to be able to enter Iranian market.

Representatives interested in attending the Business Mission:

1. Peter Tkáč, tkac@dbbiotech.com, +421 918 883 144
2. Ján Špivák, spivak@dbbiotech.com, +421918 835593

DITIS, s.r.o.



ICT

Bancíkovéj 1/A, 821 03 Bratislava

ID (IČO): 50232886

<http://www.ditis.sk/>

Established: 2016

Turnover (2016): 150000

Profile of the company

IT and industry solutions provider mainly focusing on traceability and machine vision systems solution with own software development.

Sector specification

IT and industry solutions

Seeked Partner in Iran

we already have a partner to talk to based on previous meetings in Dubai (IKCO)

Current Activites in Iran

IKCO is interested in our machine vision / traceability solution StrictBOX; one meeting already went through with Iranian partners (UNV Iran) in Dubai in January 2017

Representatives interested in attending the Business Mission:

1. Ing. Michal Čuka, michal.cuka@ditis.sk, +421 905 494 026

ENERGY CONSULT s.r.o.

Energy, Banking and financial,
Other

Stará Vajnorská 21, 831 04
Bratislava
ID (IČO): 0
www.energyconsult.sk

Established: 2002

Turnover (2016): 1,7 mil. EUR

Profile of the company

ENERGY CONSULT s.r.o. supplies Energy equipment for HPP, WPP, realises project of HPP construction on key, organizes financing of projects.

Sector specification

Energy - project management and financing, renewable, Chemistry -

Potential Iranian Partners

Energy companies, chemistry raw material suppliers, banking

Current Activites in Iran

cooperation with MMPT Tehran,
cooperation with Sunir, co.

Representatives interested in attending the Business Mission:

1. Dr. Ashot Grigorian, armes@energyconsult.sk, +421 907 755 530

Gladiustechology s.r.o.



**IT,ICT, Medical and Health,
High-Tech production,
Automation, Digital
Technolgy**

Ševčenkova 6 85101
Bratislava / SLOVAKIA
ID (IČO): 50 556 835
www.gladiustechology.com

**Established: 2016
Turnover (2016):**

Profile of the company

Gladius Technology is an IT Research and Development company, with a focus on human and environmental sustainability.

Gladius Technology creates products and solutions for a better world. Our R&D Team is consisted of experts with high knowledge and experience on their areas and worked with international leading companies in EU and Middle East.

Innovation in processes of Research, Strategic Planning, Architectural Design, Concept Proof, Prototype of Products, Critical Product Design and Implementation with a goal to serve common goal of the mutually-created project.

- CREATIVE RECOGNITION SOLUTIONS
- CREATIVE MOBILE and DIGITAL SOLUTIONS
- SMART MEDICAL SOLUTIONS
- Biometric Gate and Time Attendance System
- Biometric Healthcare System just as an example

Sector specification

IT Research & Development in
Digital Solutions and Consultancy

Seeked Partner in Iran

- Health care services and hospital chains
- Spare parts producer in Automotive industry
- Banking payment solutions in Iran
- Financial sector representatives with an interest in digital solutions
- Fire prevention and protection or disaster recovery solution provider
- R&D institutions in HW and Sensor based innovative solutions

Current Activites in Iran

Online payment solutions
Sensor based fire prevention

Representatives interested in attending the Business Mission:

Umit PEKOZ MBA., upekoz@hotmail.com, +421 915 37 54 77

Gratex International



ICT
Galvaniho 17/C, Bratislava 82104,
Slovak Republic
ID (IČO):
www.gratex.com
Established: 1991
Turnover (2015): 20,5M€

Profile of the company

Gratex International, founded in Europe in 1991, is a global business systems solution provider servicing clients across Europe, Asia, Australia and New Zealand. Leveraging over 20 years' experience in the insurance industry Gratex develops comprehensive business management systems that deliver measurable return on investment. We create innovative solutions that focus on each client's specific needs, improving the way they do business through up to 100% process automation.

Sector specification

ICT - solution for insurance, reinsurance, e-government, telecommunication

CORE BUSINESS Gratex's solutions automate and streamline your business operations, control your cost, speed up time to market and increase your bottom-line profitability. Primarily focused on the insurance industry, we also provide solutions for the financial, banking, telecommunication and public sectors.

Gratex is committed to making a difference to the industry, ensuring that technological advancements in software are embraced throughout the insurance sector so that the industry can provide the highest levels of service.

The quality of our solutions stems not only from our methodologies and technical expertise, but also from our analytical knowledge and extensive research into customers' industries and marketplaces. In addition to our portfolio of business software solutions, we offer a range of professional and consulting services to ensure successful implementation, deployment, operation and administration of our technology within our customer's business environment.

Our solutions are developed and delivered using the most progressive software technologies by HP, IBM, Oracle, Microsoft, Symantec, Dell etc. Besides the several solutions and products developed on technologies mentioned above, wide portfolio of new Gratex's sophisticated solutions is developed on Open Source technologies and the company software development experts are involved in open source community.

Gratex's team comprises more than 300 highly qualified and experienced staff globally. To support our development efforts, we employ a range of certified specialists in the areas of development, project management, business process management and security.

Gratex International is based in Central Europe (Bratislava), with a subsidiary in Sydney, Australia. Gratex International is certified for ISO 9001:2008, ISO 27001:2005, ISO 14001:2004 and OHSAS 18001:2007, all implemented into an Integrated Management System.

Seeked Partner in Iran

Current Activites in Iran

insurance companies, reinsurance companies, government, ICT companies

Representatives interested in attending the Business Mission:

- 1. Martin Benko, mbenko@gratex.com,

LaD GROUP, s.r.o.

Food industry, agriculture

Kpt. Pavlíka 611/14, 089 01 Svidník

ID (IČO): 44453680

www.ladgroup.sk

Established: 2008

Turnover (2016): 1,3 mil EUR

Profile of the company

Our company sells walnuts kernels, dried fruits and various kinds of potato starch

Sector specification

Food Industry

Seeked Partner in Iran

Food industry, dried fruits, walnuts, potato starch

Current Activites in Iran

For over three years, we do business with our Iranian partners in the field of modified starch

Representatives interested in attending the Business Mission:

1. Stanislav Bilas, ladgroup@pobox.sk, 421 907 754 050
2. Ľuboš Špak, +421915869546

Mesnac European Research and Technical Centre s.r.o.



Tire and rubber industry

Továrenská 924/1, 018 41 Dubnica nad Váhom

ID (IČO): 44947429

www.mertc.com

Established: 2009

Turnover (2016): 6,4 mil. EUR (2015)

Profile of the company

MERTC belongs to company Mesnac (one of world industrial leaders), focused on research and production of machines for tire and rubber industry. MERTC was established on 2009 year on the base of closed division Matador Machinery, where whole MERTC team worked until 2009 just for Matador. MERTC has long years experience with Iran market, especially with tire producers as Barez, Kavir, Iran Tire, Yazd, Dena and so.

Sector specification

Research & production of machines for tire and rubber

Potential Iranian Partners

Tire or technical rubber producer

Current Activites in Iran

Long years experience in tire industry, production and service of machines for tire producing (Barez, Iran Tire, Yazd, ..).

Representatives interested in attending the Business Mission:

1. Karol Vanko, karol.vanko@mertc.com, 905 141 165

METRON Ltd.



Metrology, special electronics,
education, optics

Beblavého 8, P.O.Box 60, 810 00
Bratislava I.

ID (IČO): 35 811 722

metronvmetron.sk

Established: 2001

Turnover (2016): 1 mil. EUR

Profile of the company

Metron company offer services of the company METRON for Iranian companies especially companies planning to enter the Slovak market. Company Metron can support them to develop the business relations and reaching better position with the local company on Slovakian market. Following fields are preferable - metrology, international trade, education, international projects, industry optics.

Sector specification

Eelectrocomponents for railways,
for pubic transport vehicles, special

Seeked Partner in Iran

Metrology, Education and International Trade. Partners interested in the presentation and business development of Iranian companies in Slovakia. Creating partnership between Iranian and Slovak Universities, Looking for partner in metrology,, and mentioned sectors

Current Activites in Iran

Metrology, certification and services in metrology laboratories, export-import, education, industry optics,

Representatives interested in attending the Business Mission:

1. JUDr. Adriana Petrová, metron@metron.sk, +421 905707075

PROENERGO ENGINEERING, s.r.o.



energy sector

Lipová 30, 90028 Ivanka pri Dunaji
ID (IČO): 46009876
www.proenergo.sk

Established: 2011

Turnover (2016): group of companies has turnover of 100 mil.

Profile of the company

- complex supply and delivery of technologies and materials for distribution networks
- coordination and delivery of solutions for Smart Grid and Smart Cities and as well alternative sources of electric energy and their integration into electric network with quality and operational assurance

Sector specification

energy sector

Potential Iranian Partners

grid companies, administrators and institutions, potential partners on higher level - relevant ministries which rules energy grids etc , meeting with company TAVANIR

Current Activites in Iran

Representatives interested in attending the Business Mission:

1. Tomáš Komada, tomas@proenergo.sk, +421 907 784 111

PRP, s.r.o.



construction sector

Tomášovce 395, 98556

ID (IČO): 31619665

www.prp.sk

Established: 1994

Turnover (2016): 33 mil. EUR

Profile of the company

Leading wood processing company in Slovakia with annual production capacity of 250.000m³ of sawn timber for construction industry.

Sector specification

wood processing

Potential Iranian Partners

trading companies dealing with coniferous sawn timber (whitewood)

Current Activities in Iran

market research activities, exchange of emails with related companies through agents

Representatives interested in attending the Business Mission:

1. Igor Sitár, sitar@prp.sk, +421911106473
2. Ján Božík, bozik@prp.sk, +421902977000

UNICOM POWER SRO.



Mining, ore and mineral processing companies
Pod Drahami 16, 96001 Zvolen,
Slovakia
ID (IČO): 45313792
www.unicom-group.sk

Established: 1991
Turnover (2016): 10 mil.

Profile of the company

- Mining and ores coal and mineral processing technologies
- Solar power plants
- Building equipment deliveries
- Turn key projects

Sector specification

Mining and processing technologies - turn key projects

Potential Iranian Partners

Mining companies
Mineral and ore processing companies
Coal handling and processing plants

Current Activities in Iran

Business and trade mission with
Slovak chamber of commerce -
Bratislava, 2015

Representatives interested in attending the Business Mission:

1. Igor Rettka, igor@unicom-group.sk, +421903707225

EXIMBANKA SR



Bank

Grösslingova 1, Bratislava, 813 50
ID (IČO): 0
www.eximbanka.sk

Established: 1997

Turnover (2016):

Profile of the company

The Export-Import Bank of the Slovak Republic (EXIMBANKA SR) operates as an export - credit agency. It offers a wide range of products for Slovak companies such as export financing, insurance and guarantees. EXIMBANKA SR performs its activities with the aim to increase the competitiveness of the domestic production and services on the international markets and to promote fair relationship between the Slovak Republic and other countries.

Sector specification

Finance/Insurance

Potential Iranian Partners

Any Iranian company, institution or bank interested in finance business deals with the Slovak companies under very favorable condition prevailing in the Eurozone, adhering all principles of Islamic banking. Signing of the MoU between EXIMBANKA and Ministry of Finance of Iran is expected during the mission.

Current Activities in Iran

EXIMBANKA SR registers high interests of Slovak and Iranian companies in our financing and insurance products. EXIMBANKA SR has 10 business cases in progress regarding export of the Slovak companies to Iran.

Representatives interested in attending the Business Mission:

1. Dušan Keketi, Director General